

2024/5 Budget - Smokecraft

Start Date: 07/01/2024

End Date: 06/29/2025

LY Start: 07/03/2023

LY End: 06/30/2024

PERIOD 2

1/29/2024

2/25/2024

PERIOD 2

1/27/2025

2/23/2025

		23/24 Actual	% of Sales	24/25 Budget	% of Sales
Gross Sales					
5100	Food Sales	\$ 118,153.34	84.23%	\$ 128,451.94	84.68%
5180	NA Beverage	\$ 1,841.25	1.31%	\$ 2,001.74	1.32%
	Total Food Sales	\$ 119,994.59	85.54%	\$ 130,453.68	86.00%
5210	Liquor Sales	\$ 11,370.00	8.11%	\$ 13,819.86	9.11%
5220	Wine Sales	\$ 2,527.00	1.80%	\$ 3,071.49	2.02%
5230	Bottled Beer Sales	\$ 1,430.00	1.02%	\$ 1,738.12	1.15%
5240	Draft Beer Sales	\$ 4,953.00	3.53%	\$ 6,020.21	3.97%
	Total Beverage Sales	\$ 20,280.00	14.46%	\$ 24,649.68	16.25%
	Gross F&B Sales	\$ 140,274.59	101.72%	\$ 155,103.36	102.25%
Deductions					
5110	Goodwill Comps	\$ 560.36	0.41%	\$ 834.30	0.55%
5120	Guest Recovery Comps	\$ 331.25	0.24%	\$ 455.07	0.30%
5131	50% Employee Discounts	\$ 625.80	0.45%	\$ 682.61	0.45%
5132	Manager Meal Discounts	\$ 766.80	0.56%	\$ 530.92	0.35%
5150	Discounts Marketing	\$ 349.01	0.25%	\$ 530.92	0.35%
5250	Goodwill Bar Comps	\$ 405.70	0.29%	\$ 379.23	0.25%
	Total Deductions	\$ 3,038.92	2.20%	\$ 3,413.03	2.25%
Other Income and Expense					
5300	Sundry Sales	\$ 60.00	0.04%	\$ -	0.00%
5910	Service Charge Revenue - Catering	\$ 604.63	0.44%	\$ -	0.00%
	Total Other Income and Expense	\$ 664.63	0.48%	\$ -	0.00%
	Net Sales	\$ 137,900.30	100.00%	\$ 151,690.33	100.00%
Food Costs					
6110	Meat Cost	\$ 16,710.90	13.93%	\$ 19,046.24	14.60%
6120	Poultry Cost	\$ 2,584.72	2.15%	\$ 3,391.80	2.60%
6130	Seafood Cost	\$ 1,000.07	0.83%	\$ 652.27	0.50%
6140	Dairy Cost	\$ 4,899.60	4.08%	\$ 5,218.15	4.00%
6150	Produce Cost	\$ 3,980.90	3.32%	\$ 4,174.52	3.20%
6160	Bakery Cost	\$ 1,764.71	1.47%	\$ 1,826.35	1.40%
6170	Grocery Cost	\$ 8,159.31	6.80%	\$ 8,088.13	6.20%
6180	NA Beverage	\$ 760.51	0.63%	\$ 652.27	0.50%
	Total Food Cost	\$ 39,860.72	33.22%	\$ 43,049.72	33.00%

Beverage Costs					
6210	Liquor Cost	\$ 2,133.86	10.74%	\$ 2,594.72	10.53%
6220	Wine Cost	\$ 722.41	3.63%	\$ 878.43	3.56%
6230	Bottled Beer Cost	\$ 301.91	1.52%	\$ 367.12	1.49%
6240	Draft Beer Cost	\$ 896.12	4.51%	\$ 1,089.66	4.42%
Total Bev Cost		\$ 4,054.30	20.40%	\$ 4,929.94	20.00%
Total F&B Costs		\$ 43,915.02	31.85%	\$ 47,979.65	31.63%
Gross Profit		\$ 93,985.28	68.15%	\$ 103,710.68	68.37%
Payroll Costs					
6310	Management Salaries	\$ 12,230.59	8.87%	\$ 14,461.54	9.53%
6311	Direct Labor - FOH	\$ 5,138.08	3.73%	\$ 4,171.48	2.75%
6312	Overtime Labor - FOH	\$ -	0.00%	\$ -	0.00%
6313	Training Labor	\$ -	0.00%	\$ 227.54	0.15%
6314	Direct Labor - BOH	\$ 25,721.08	18.65%	\$ 26,545.81	17.50%
6315	Overtime Labor - BOH	\$ 222.67	0.16%	\$ -	0.00%
Total Labor		\$ 43,312.42	31.41%	\$ 45,406.37	29.93%
6510	Payroll Taxes	\$ 5,155.44	3.74%	\$ 5,688.39	3.75%
6530	Vacation Pay	\$ 538.40	0.39%	\$ -	0.00%
6540	Parking	\$ 294.00	0.21%	\$ 200.00	0.13%
6550	Uniform Allowance	\$ (30.00)	-0.02%	\$ -	0.00%
6560	Continuing Education	\$ -	0.00%	\$ -	0.00%
6570	Group Insurance	\$ -	0.00%	\$ 600.00	0.40%
6580	Workers Compensation	\$ 445.08	0.32%	\$ 510.00	0.34%
6610	Other Benefits	\$ -	0.00%	\$ -	0.00%
6615	Payroll Processing Fees	\$ 229.00	0.17%	\$ 300.00	0.25%
Total Payroll Expenses		\$ 6,631.92	4.81%	\$ 7,298.39	4.81%
Total Payroll Costs		\$ 49,944.34	36.22%	\$ 52,704.75	34.74%
Controllable Expenses					
6500	3rd Party Delivery Expense	\$ 4,588.65	3.33%	\$ 4,550.71	3.00%
6710	Operating Lease/Rentals-Kitchen/Bar	\$ 543.64	0.39%	\$ 550.00	0.36%
6740	Security	\$ -	0.00%	\$ -	0.00%
6750	Trash Removal	\$ (65.63)	-0.05%	\$ -	0.00%
6790	Other Contracted Services	\$ 300.00	0.22%	\$ 300.00	0.20%
7010	Register Over/Short	\$ 9.70	0.01%	\$ -	0.00%
7010	China/Glassware/Silverware	\$ 477.97	0.35%	\$ 606.76	0.40%
7040	Cleaning Supplies	\$ 265.30	0.19%	\$ 303.38	0.20%
7045	Dish Chemicals	\$ 388.34	0.28%	\$ 455.07	0.30%
7050	Decorations	\$ -	0.00%	\$ -	0.00%
7060	Linens	\$ 862.65	0.63%	\$ 1,137.68	0.75%
7080	New Menus/Printing	\$ -	0.00%	\$ -	0.00%
7090	Menu/Guest Check/POS Supplies	\$ 78.61	0.06%	\$ -	0.00%
7105	To Go Supplies	\$ 2,677.82	1.94%	\$ 2,578.74	1.70%
7106	Catering Supplies	\$ 351.35	0.25%	\$ 606.76	0.40%
7110	Operating Supplies F&B	\$ 1,149.19	0.83%	\$ 1,516.90	1.00%

7120	Uniforms	\$ -	0.00%	\$ -	0.00%
7470	Live Entertainment	\$ 1,500.00	1.09%	\$ -	0.00%
	Total Controllable Expenses	\$ 13,127.59	9.52%	\$ 12,606.00	8.31%
General & Administrative					
7190	Other Contracted Services-Admin	\$ 1,154.61	0.84%	\$ 1,500.00	0.99%
7195	Accounting Services	\$ 2,500.00	1.81%	\$ 2,500.00	1.65%
7220	Bank Charges & Fees	\$ 326.57	0.24%	\$ 15.00	0.01%
7230	Licenses & Permits	\$ 969.23	0.70%	\$ 600.00	0.40%
7250	Credit Card Commissions	\$ 2,608.26	1.89%	\$ 3,413.03	2.25%
7256	Employment Ads	\$ 90.00	0.07%	\$ 90.00	0.06%
7270	Dues & Subscriptions	\$ (3.37)	0.00%	\$ 50.00	0.03%
7285	Key Man/General Liability Insurance	\$ 937.25	0.68%	\$ 1,275.00	0.84%
7290	Legal & Professional Services	\$ -	0.00%	\$ -	0.00%
7320	Office Supplies & Postage	\$ 27.25	0.02%	\$ 151.69	0.10%
7350	Telephone/Internet/Cable	\$ 650.49	0.47%	\$ 650.00	0.43%
7360	Travel	\$ -	0.00%	\$ 125.00	0.08%
7370	Meals & Entertainment	\$ -	0.00%	\$ -	0.00%
	Total General & Administrative	\$ 9,260.29	6.72%	\$ 10,369.72	6.84%
Advertising & Promotion					
7400	Local Charitable Donations	\$ -	0.00%	\$ -	0.00%
7430	Local Advertising & Promotion	\$ -	0.00%	\$ -	0.00%
7435	Advertising & Marketing	\$ 1,023.15		\$ 500.00	0.33%
7460	Special Promotions	\$ -	0.00%	\$ -	0.00%
	Total Advertising & Promotion	\$ 1,023.15	0.74%	\$ 500.00	0.33%
Repairs & Maintenance					
7500	Repairs & Maintenance	\$ -	0.00%	\$ 1,516.90	1.00%
7620	R&M HVAC & Refrigeration	\$ -	0.00%	\$ -	0.00%
7630	R&M - Plumbing	\$ -	0.00%	\$ -	0.00%
7640	R&M - Electric	\$ -	0.00%	\$ -	0.00%
7650	R&M - Exterior/Structure	\$ -	0.00%	\$ -	0.00%
7660	R&M - POS Systems	\$ -	0.00%	\$ -	0.00%
7695	Cleaning Service	\$ 4,375.00	3.17%	\$ 3,680.00	2.43%
7710	MC-HVAC & Refrigeration	\$ 880.00	0.64%	\$ 625.00	0.41%
7720	MC-Other Equipment	\$ -	0.00%	\$ 255.00	0.17%
7750	Pest Control	\$ 85.00	0.06%	\$ 85.00	0.06%
7785	Carpet/Rug/Floor Cleaning	\$ -	0.00%	\$ -	0.00%
	Total Repairs & Maintenance	\$ 5,340.00	3.87%	\$ 6,161.90	4.06%
Utilities					
7810	Electricity	\$ 2,876.77	2.09%	\$ 3,033.81	2.00%
7820	Natural Gas	\$ 1,190.30	0.86%	\$ 1,061.83	0.70%
7830	Water & Sewer	\$ 583.00	0.42%	\$ 606.76	0.40%
7840	Firewood	\$ 750.00	0.54%	\$ 750.00	0.49%
	Total Utilities	\$ 5,400.07	3.92%	\$ 5,452.40	3.59%
	Total Operating Expenses	\$ 34,151.10	24.77%	\$ 35,090.03	23.13%

Other Income (Expenses)					
5500	Door Revenue	\$	-	0.00%	\$ - 0.00%
5800	Commission Income			0.00%	\$ - 0.00%
	Total Other Income	\$	-	0.00%	\$ - 0.00%
	Operating Income Before Bonus	\$	9,889.84	7.17%	\$ 15,915.90 10.49%
6455	Management Bonuses	\$	-	0.00%	\$ - 0.00%
	Restaurant Operating Income	\$	9,889.84	7.17%	\$ 15,915.90 10.49%
Facility Expenses					
8010	Rents	\$	12,420.14	9.01%	\$ 12,730.64 8.39%
8015	Common Area Maintenance	\$	2,315.00	1.68%	\$ 2,315.00 1.53%
8020	Property Insurance	\$	132.00	0.10%	\$ 132.00 0.09%
8030	Property Taxes	\$	3,671.46	2.66%	\$ 3,671.46 2.42%
	Total Facility Expenses	\$	18,538.60	13.44%	\$ 18,849.10 12.43%
	Restaurant EBDIT	\$	(8,648.76)	-6.27%	\$ (2,933.20) -1.93%